

WISCONSIN WOOD

MARKETING BULLETIN



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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every two months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

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BLUE STAIN: ARE FUNGI AFFECTING THE VALUE OF YOUR TREES?

Millions of dollars are lost annually when fungi discolor wood intended for use in aesthetic or highly visible applications. Blue stained wood may have its value reduced by one-half to two-thirds of its unstained value.

Last year in Wisconsin, for example, one thousand board feet of the premier grades of hard maple lumber (one-inch thick 4 x 4) could have been worth \$1,700. The same wood would have been worth only \$700 when blue stain was present.

Stained wood can cause problems between sawmills and loggers, and as stained wood gets rejected, more harvesting is required to replace it. This places increased burdens on forest resources and challenges the notion of sustainability.

Unlike other fungal decay, blue stain does not cause a significant reduction in mechanical or strength properties in wood. However, because many consumers are demanding clear, defect-free wood products, blue stain is a major concern for wood product manufacturers utilizing "white woods" (including maple, ash, birch, aspen or basswood for example) dramatically reducing the value of the wood. Understanding and reducing this stain in Wisconsin's wood resource represents one way to increase the value of your timber while contributing to sustainable forestry.

Background

Blue stain is a discoloration generally found in the sapwood and heartwood of trees, logs, and lumber. It is caused by sap staining fungi and often appears as flecks or streaks of a characteristically blue to dark gray color. Other colors including red, yellow, and even purple have been observed. Log ends may display triangular wedges of discoloration.

Blue stain affects both hardwoods and softwoods and most tree species are capable of supporting it.

The fungi that cause blue stain are unique, though abundant in our forests. Lacking chlorophyll, they cannot create food the way most plants do. Instead, these fungi require organic material, including wood, to survive. The fungi support a network of wire like fingers called hyphae.

These structures weave themselves into the wood cells, taking advantage of the oxygen and carbohydrates found there.

Eventually, fruiting bodies form, which produce tiny spores. Although numerous, the spores are too small to see with the naked eye. Spores in turn are released and carried by wind or insects to trees and logs. Spores that land on exposed wood (without bark or with open wounds) repeat the cycle of growth and development. In softwoods such as red or white pine, stain is commonly transmitted by bark beetles. These insects, efficient at penetrating the bark of conifers, deliver fungal spores that have "hitchhiked" on their bodies to the fertile sapwood region.

In climates such as in Wisconsin, trees are at risk for stain development between the months of April and November. However, if abnormal climate conditions are present, stain may develop outside this "time window." Under favorable conditions, blue stain can become established in a matter of days.

Some studies suggest that blue stain may affect the first 12 or more inches on cut log ends after several weeks. In a matter of months, blue stain may render some logs unacceptable to the standards of many sawmills.

In addition to the oxygen and food provided by wood cells, fungi require warm temperatures and sufficient moisture to survive. Outside temperatures between 50- and 130-degrees Fahrenheit will support blue stain. Fungal growth is especially pronounced in temperatures between 70- and 90-degrees Fahrenheit. If wood is too dry or too wet, fungi

cannot survive. Moisture content reaching 22% or greater in green wood are ideal for sap stain fungi. Fully saturated wood limits oxygen content and the ability of these fungi to survive.

Control and Prevention

Understanding the cause of blue stain and the conditions under which it thrives is the first step to control it. Attention to detail and depriving staining fungi of one or more conditions required for their function will reduce its impact on your trees.

As a forest owner or manager, the first step to control is revisiting your management objectives and techniques. Be aware that maple syrup production, for example, may lower the value of lumber you can obtain from those trees. Taps provide a convenient way for blue stain to get established, and the stain will extend several feet from the tap.

Second, tell others who use your woods about blue stain. Make sure recreational users, hunters with deer stands for example, understand how their actions may impact the value of your timber. Choose loggers committed to avoiding careless scarring, or wounding damage to trees. Inform them that harvesting trees should be done when temperatures are below 40-degrees F. In the event of catastrophic stand damage from storms or high wind, a quick salvage is required. Between the months of April and November, processing storm damaged trees should take place in less than 30 days. Paying a logger a little more to harvest safely, efficiently, and quickly may pay off down the road.

Chemical treatments on cut, wounded, or scuffed trees represent another possible way of limiting blue stain in your trees and logs. Safe and approved fungicides applied to areas of a tree where bark removal or wounding has occurred can kill stain fungi if done within 24 hours of the damage.

Similarly, end coating logs with a commercial sealant can buy you one to two months of time. End coating

are wax-like emulsions that seal the end of logs thereby slowing moisture loss and act as a barrier to spores. End coating may also control costly end checking. A variety of products are available, so ask your local forester for more information about them and their application.

Conclusion

Wisconsin's economy is heavily dependent on its forests and the wood products that come from them. Wisconsin's forest products industry generates about \$22 billion annually. Healthy, sustainable forests provide jobs, recreational opportunities and a diverse spectrum of wood products.

People all demand and use wood products every day. Care must be taken to ensure that today's needs are met without compromising the ability to meet needs in the future. Today, global economies, increasing customer demands, and changing product preferences challenge and impact the ways that we manage our forests.

Preventing blue stain in our wood, is one way to help meet demands placed upon the forests.

By Steve Hubbard
(steven.hubbardd@dnr.state.wi.us) is a forestry specialist with the Department of Natural Resources (DNR) in Madison. He can be reached at (608) 267-7508.

Source: *Woodland Management*, Summer 2005

ANTI-DUMPING DUTY: WOOD PRODUCTS EYED

The US might impose anti-dumping duty on Vietnamese wood products as export value of these items from Vietnam to the country is rising quickly, warns the Ministry of Trade.

The wood processing and furnishing industry of Vietnam's earlier goal aimed at an export turnover of US\$1 billion in year 2010 but what it obtains now have exceeded the target.

In addition, some countries facing drawbacks in exporting wood furniture to the US market have shipped the commodities to Vietnam

to take advantage of the Vietnamese origin for easier export.

In order to hedge risks caused by a possible anti-dumping case, the Ministry of Trade has just required firms stop buying wood furniture from third countries for exporting to the US.

The Ministry's action also aims to prevent illegal shipments and protect prestige of Vietnamese goods in the world market.

Source: *Nguoi Leo dong*

www.vneconomy.com

RIVERSIDE PAPER TO CLOSE APPLETON

Riverside Paper plans to become a non-integrated paper converter by closing its Appleton, Wisconsin specialty paper mill which dates back 110 years, cutting 100 jobs, according to local press reports.

The company in May gave workers a 60-day notice of the closing as required by labor law. Riverside's CBC Coating plant in Appleton and a school and office supplies converting plant in Mount Pleasant, Iowa, will continue operations.

Riverside's Kerwin Paper mill is listed with two Beloit fourdrinier specialty paper machines with capacity of about 145 tpd. One unit has a width of 116-in. and the other 113-in. according to the *Lockwood-Post* directory. A bleached deinked pulp plant has capacity for 70 tpd.

Riverside said it has made a strategic decision to change into a nonintegrated stand-alone dry converter, focusing attention and capital investment on CBC Coating and Riverside Paper Converting, the local *Appleton Post Crescent* reported. Source: *Pulp & Paper*, June 2005.

DECLINE IN DURABLE GOODS ORDERS SIGNALS SLOWER MANUFACTURING GROWTH

According to the National Association of Manufacturers' chief economist, David Huether, a report from the Commerce Department noted that new orders for durable goods declined by 2.8 percent in March indicating that the current health pace of growth in

manufacturing will likely weaken in the near term.

“It was the largest single monthly drop since September 2002,” Huether said. “Worse still, the March decline was as broad as it was deep with orders falling in machinery, computers, fabricated metals, motor vehicles and aircraft. Combined with the declines of January and February, we now see that overall durable goods orders actually fell in the first quarter for the first time in a year and a half. This signals that the overall pace of business investments spending is cooling.

“Congress should see this as a worrisome trend that invites strong action from Washington,” Huether said. “At present, corporate America is sitting on \$1.2 trillion in cash, a large stash by historical standards, which could and should be invested in plant and equipment. But uncertainty about many key policies that impact economic growth – energy prices, legal reform, Social Security reform, soaring healthcare costs, trade issues, tax policy – are keeping investors on the sidelines. Congress should see this report as a shot across the bow, and stop dawdling.”

Huether said the most important message Congress can send to the markets right now would be an energy bill. “Rising energy prices are beginning to cut into consumer and business confidence, not to mention spending power,” he said. “Last week, the House passes a comprehensive energy bill that promotes efficiency, encourages exploration and promotes investment in new technologies and infrastructure. Prompt Senate action on this measure would send a strong message and have a positive impact on investment decisions.”

Source: *Wood Digest*, May 2005

POTLATCH DEALS WITH LP FOR MICHIGAN SOFTWOOD MILL

Potlatch Corporation is purchasing Louisiana-Pacific’s sawmill at Gwinn, Michigan (in the upper peninsula) for

an undisclosed sum. The transaction includes fixed assets and spare parts as well as lumber and log inventories.

Potlatch noted that the Gwinn acquisition as a good strategic fit with the company’s jack pine/red pine lumber operation in Bemidji, Minnesota as well the company’s 320,000 acres of forestland in that state.

The Gwinn mill manufactures jack pine/red pine studs, as does Potlatch’s Bemidji mill, but has very little competitive overlap with the Bemidji mill in the same markets for either raw materials or lumber sales. The Gwinn mill was constructed on the former Sawyer Air Force Base in the mid-1990s and acquired by LP in 2000 from Sawyer Lumber Company.

Potlatch plans to make initial capital investments in additional kiln drying capacity. Potlatch expects to coordinate log supplies to maintain an optimum flow of logs through the mill and ultimately increase per shift production. The Gwinn operation has a capacity of 180MMBF on a three-shift basis.

Source: *Southern Lumberman*, June 2005

LAMINITIS CAUSED BY BLACK WALNUT WOOD RESIDUES

Renewed interest in using American black walnut lumber and new processing methods could increase the risk of exposure for horses when wood shavings or residue are used as bedding. Laminitis can develop even when small amounts of walnut shavings or dust are in the bedding. There have been numerous reported cases of Black Walnut (*Juglans nigra*) poisoning results in laminitis in horses. Typically, these occur through exposure of horses to black walnut shavings used as bedding in stalls. As little as 10 percent of the total shavings, by weight, can result in clinical signs of toxicity in horses. These generally occur within 24 to 48 hours of exposure to the contaminated shavings. Clinical signs in affected horses can range from minimum to extremely severe within the same

group. They frequently begin with mild laminitis and swelling of the legs which can progress to extremely severe laminitis, swelling and edema of all four limbs, pitting edema of the ventral abdomen, and colic. In extremely severe cases, the laminitis can be severe enough to allow rotation of the coffin bone leading to loss of the animal. When multiple horses are present in a single stable, there can be significant variation in the degree of laminitis and edema between individuals. When black walnut toxicity occurs, it is extremely important to remove the shavings containing black walnut, call a veterinarian, and begin treatment as soon as possible. Depending on the severity of the clinical signs, this will commonly involve removal of the shavings, bathing the horses’ hooves and legs, and treating any laminitis and/or colic. Corrective shoeing may be required if the laminitis is severe and rotation of the coffin bone has occurred. Because of the possible severe consequences of poisoning, stall bedding for horses should never contain black walnut wood. In the last few years, the demand for black walnut lumber has increased. A good portion of the demand is from China but domestic manufacturers are also increasing their use of it. If more lumber is being processed the chance for exposure also increases. Furthermore, some manufacturers who have not used walnut in the recent past may not be aware that very small amounts will cause laminitis when mixed with other wood residues and used as bedding. The second factor which has changed in the last several years is the development of a portable sawmill industry and even more recently relatively inexpensive dry kilns and other secondary wood processing equipment. With a relatively small investment, new individuals are entering the field with the capabilities of converting trees into a dried and finished wood product. These individuals may likewise not be familiar with the laminitis problems created by walnut. To further

complicate the problem very low grade walnut or just a few small logs will have little value. This material is sometimes diverted to pallet manufacturers. Residues from pallet plants can also contain walnut shavings or sawdust and if the used pallets are subsequently processed into mulch or other products contamination can occur again. It should also be recognized that American black walnut is a very common hardwood species which ranges from the Great Plains to the East Coast and from the Central Lake States to the Gulf Coastal Plain. In addition, the species has been widely planted outside of its natural range particularly in the Pacific Northwest.

Source: *Forest Products Journal*, Vol. 55, No. 5, May 2005

HOUSING STARTS SLIP IN APRIL BUT STILL BEATS APRIL '04 TOTALS

Housing starts slipped 2.1 percent in April, according to the Commerce Department, as the level of building just missed Wall Street expectations. The report showed housing starts at a seasonally-adjusted annual rate of 1.97 million. That's down from the 2.01 million rate in March and the 1.98 million rate for April forecast by economists surveyed by Briefing.com Building permits, a sign of builders' confidence in the market, rose 1.2 percent in April to an annual rate of just under 2 million from the 1.98 million rate in March, surpassing the Briefing.com consensus forecast of 1.96 million. The permits were up 11 percent from April 2003 levels.

Mortgage rates fell to near 40-year lows in March but have risen steadily since then on anticipation that the Federal Reserve is preparing to raise interest rates. But the rate hike is partly due to signs of a strengthening economy, including a stronger employment outlook. Better employment can outweigh any weakness in the market caused by higher mortgage rates, according to economists.

"While concerns about the impact of rising interest rates will be a frequent theme of discussion in the press and financial markets, homebuilders and realtors are confident that favorable demographics and an improved economy/job market should help, at least for a while, to compensate for the dampening effect of the upturn in borrowing costs on housing demand," said Steve Stanley, economist with RBS Greenwich Capital Markets. Even with the slip in April, housing starts came in 20 percent ahead of April 2003 levels. "Keep in mind, last year we set records for single-family construction," said economist Joel Naroff. "The April annualized pace for single-family starts was the fifth highest on record. The other four came within the last six months. Will the pace keep up? At least for a while."

The economists said that while mortgage rates are heading up, they're still low by historic levels, and some home buyers may be rushing to buy a new home before rates go up any more. "Single family housing starts, which correlate closely with changes in average mortgage rates, remain robust for now," said Gina Martin, economist with Wachovia Securities. "We should start to see this series moderate in future months as higher mortgage rates keep a lid on borrower interest. However, mortgage rates have plenty of room to move before they even reach pre-recession levels. As a result, we may not see a slowdown in housing construction until the autumn months of this year."

Much of the decline in April was due to a drop in starts of building with five or more homes, which fell to an annual rate of 315,000 from 360,000 in March. But the number of permits for those apartment buildings showed the second straight strong monthly increase to an annual rate of 354,000 from 331,000, suggesting starts for those units should resume soon.

Source: *The Northern Logger*, June 2005

REVISED ROADLESS RULE ASKS THOSE IN THE KNOW TO HELP MAKE DECISIONS

Sarah Evans

The United States Department of Agriculture has adopted a new roadless rule that opens 58.5 million acres of national forest land to the possibility of development. The new rule invites governors of the states with land in the balance to petition the Secretary of Agriculture and propose new state-specific, well-researched plans to manage the roadless areas within their borders. Most of the land covered by the rule is in Alaska, Idaho, Montana, Colorado, California, Utah, Wyoming, Nevada, Washington, Oregon, New Mexico and Arizona.

Local interests overlooked by the former rule will now receive adequate attention. Agriculture Secretary Mike Johanns said the Department "is committed to working closely with the nation's governors to meet the needs of our local communities while protecting and restoring the health and natural beauty of our national forests."

Petitions must identify areas of the state to be deemed roadless and may also suggest ways to protect public health and safety, reduce wildlife risks to communities and critical wildlife habitat, maintain critical infrastructure (such as dams and utilities), and ensure that citizens have access to private property. If accepted by the Secretary of Agriculture, the petition will be forwarded to the Forest Service which will work with the state to develop a final ruling for its roadless areas.

The new rule "establishes a process of strong state and federal cooperation regarding the management of those areas," said Idaho governor Dick Kempthorne. "It will be a great tool for establishing long-lasting, community-based solutions that ensure a balance between responsible use and conservation."

Though the process will allow for the consideration of local interests, the federal government will make the final decision. If proposals are rejected or if a governor chooses to not submit a

petitions, roadless areas not specifically protected by 10-year forest plans could be opened for development.

The earlier version of the rule, issued in January 2009 by then president Bill Clinton, has been challenged in nine lawsuits and was determined by the U.S. District Court for the District of Wyoming to be in violation of both the Natural Environment Policy Act and the Wilderness Act of 1964. The decision has since been appealed to the U.S. Court of Appeals for the Tenth Circuit.

Members of the Bush administration are optimistic that the new rule will be less controversial and will spark fewer legal suits as it makes a conscious effort to incorporate individual states into the process of managing roadless areas.

“Our approach will foster better collaboration. We are committed to working closely with the nation’s governors as roadless conservation better meets the needs of all citizens,” said Agriculture Undersecretary Mark Rey. He explained that he disagrees with the critics who have claimed the new rule will do nothing to reduce conflict. “We think more involvement by the states will result in a better outcome,” he said.

Pre-ruling involvement of key national organizations will hopefully reduce the legal problems this rule encounters. The rule calls for the development of the Roadless Area Conservation National Advisory Committee, which is designed to foster input from a wide variety of interests. It is to be comprised of 12 non-Forest Service members. The committee will review each state petition submitted to the Secretary of Agriculture and will give advice and recommendations regarding appropriate course of action within 90 days. The Secretary of Agriculture, however, is under no obligation to follow the advice of the committee.

“The Forest Service has worked hard to get to this point, and I think their diligence has paid off with a

thoughtful, legal, and effective plan to protect our nation’s true roadless areas,” said W. Henson Moore, President and CEO of the American Forest and Paper Association.

Of course, not everyone shares this positive point of view. Opponents attack the rule asserting it will bring about the destruction of the national forests. Director of Heritage Forests Campaign Robert Vandermark referred to the new rule as a “leave no tree behind” policy that would increase logging, drilling and mining in “some of our last wild areas.” Though such exaggerations and scare tactics are what most commonly hit home with the public, they are inaccurate portrayals of the situation. In fact, the U.S. Forest Service does not expect the new rule to have a significant impact on the amount of construction taking place in roadless areas.

However, opponents continue to assert that the government is ignoring the concerns and misconstrued wishes of the public to keep all of these areas roadless.

The national forests “are part of the unspoiled landscape so central to the American identity,” said William Meadows, president of the Wilderness Society. “Americans want to protect a portion of our most unspoiled places to create a legacy for our children; the government should too.”

And indeed Americans, as well as the Bush Administration, should and do want to protect our national forests. But the fact of the matter is that the average citizen has at best a minimal knowledge of forest management and does not know how to protect these places. It follows then that it is more logical to allow the experts in the field and those whose livelihoods depend on the survival of the forests to determine the best method of care. To assert that loggers will go into our national forests and leave them treeless is absurd, as they would restrict their own futures in doing so.

Also important and often forgotten or overlooked is the fact that the wood supplying the tremendous growth in

our nation is coming from somewhere. American forests are some of the most productive in the world and, according to the American Forest Resource Council, are growing more than enough wood fiber to satisfy consumer demand here and abroad without compromising the protection of endangered species, water quality or “special” areas. However, our dependency on foreign imports for our domestic softwood lumber consumption increased to an estimated 46% in 2004.

Because our environmental regulations are not paralleled in other parts of the world, our domestic policies are in some case forcing the harvesting of less regulated forests of the world. The new rule seeks a balance between consumption and conservation that, if achieved, will prove beneficial to all.

Source: *Pallet Enterprise*, July 2005

STUDY VALIDATES WOOD’S ‘GREEN’ STATUS

Memphis, TN – A study by the Consortium for Research on Renewal Industrial Materials concluded that wood is the most environmentally responsible material and energy-efficient building material for home construction. The CORRIM is a non-profit corporation comprised of 15 research institutions.

The independent study found that wood framing uses less overall energy than steel or concrete, has less impact on air quality and results in fewer greenhouse gas emissions that contribute to global warming when compared to other construction materials.

“There is a significant consumer movement that is interested in green or environmentally conscious construction methods,” said James Wilson, a professor of wood science and engineering at Oregon State University and vice president of CORRIM. “We need to have a good understanding of the overall effects that different types of construction materials have in such areas as energy consumption, global warming, air and

water impacts, and solid waste disposal.”

The CORRIM study included a life-cycle assessment of different construction materials and techniques. Evaluation included forest growth and harvest, extraction of non-wood materials, product manufacturing, transportation, construction, use, maintenance and disposal in a effort to understand the overall effect of various building materials on the environment. Researchers also calculated emissions of carbon dioxide, methane and nitrous oxide to determine the potential of different construction materials to effect climate change.

The study analyzed four residential structures, a wood-frame and identical steel-frame house in Minneapolis, and a wood-frame and identical concrete frame house in Atlanta last year. The study found that steel framing used 17% more energy and contributed 28% more global warming potential than wood framing for a typical house built in a cold climate like Minneapolis. Steel construction also produced 14% more air pollution and tripled the level of water emissions of concern. Concrete framing used 16% more energy and contributed 31% more global warming potential than the Atlanta house built with wood. Source: *Wood & Wood Products*, June 2005

EDITORIAL – ‘THE PERFECT BOARD’ CAN GET IT DONE

By Steve Ehle

Many of us serve on boards, committees or commissions – some business-related, like your local or state AWI of KCMA chapter, while others might be civic or volunteer-based, like the United Way or your church.

And, no doubt, those who are part of these groups have participated in meetings where seemingly nothing gets done. You get off task, distracted or the meeting is being dominated by some loud-mouth blowhard who won’t give up the floor. Or, your

group has no real structure or direction.

Well, there may be some help on the way in the form of a book, called “The Perfect Board,” written by wood industry association veteran Cal Clemons. Cal is a business friend of mine who, until recently, was the executive director of the Wood Machinery Industry Association, a group made up of machine importers and distributors.

He has also served as executive vice president or executive director of 15 other associations, besides the wood machinery group. He is the founder and president of Clemons & Associates, an association management company in Baltimore.

In his introduction, he writes: “There is a need for simplified, down-to-earth guide for being a member of a board of directors. There are countless books, pamphlets and videotapes dedicated to this subject. Many are informative and educational. Some are tiring and unappealing, even though they are accurate. Some are also complicated and foreboding; others just don’t make the grade.”

The purpose of his new book, he says, “is to create a primer that is easy to understand, allowing people to realize being on a board of directors is a wonderful experience. Moreover, it is usually an honor, and definitely recognition, from one’s contemporaries and associates. However, it comes with responsibilities and duties.”

He says a director “must be fully aware of what goes on behind the doors of the boardroom” and that directors are now under increased scrutiny. He says he has seen very good boards with great leaders. But he says he’s also seen the other side: “Inconsistency where there should be consistency and dishonesty where there should have been integrity. I have seen other people do egregious acts to others in order to make themselves look better.”

What he does in the book is take the reader through the experiences of “Rebecca,” who was nominated to a

board. After the pleasure of being recognized by her peers wears off, she realizes she doesn’t know much about being a member of the board.

So she enlists her friend “E.J.”, who instructs her to read a book *The Perfect Board*. She quickly reads and understands what is expected from a director of a board.

According to the book jacket, *The Perfect Board* “provides the basis for any newly elected member of a board of directors. It can also serve as a review of the performance characteristics for the seasoned director.”

The Perfect Board will be available late in September. The publication date is September 1, 2005. It may be preordered through Barnes & Noble, either online or in a Barnes & Noble retail store. It should also be available soon for preordering through amazon.com and other retail book outlets. The cost is \$17.95.

The book makes a lot of sense and it’s a good read, too. I recommend it. Source: *Wood Digest*, July 2005

HARDWOOD FLOORING SHIPMENTS RETAIN MOMENTUM

According to The Wood Flooring Manufacturers Association, Hardwood flooring shipments for May are reported at 59,116,000 bd.ft., an 11 percent increase over the previous month’s shipments and a significant improvement over the shipment’s figure for the same month of 2004.

Figures for May 2004 showed shipments of 53,224,000 bd.ft. This is the second consecutive month for which shipments have exceeded those of the same month in 2004, when the flooring industry experienced 40-year highs in shipment figures overall.

The improved figures likely represent a continuation of the reaction to pent-up demand that resulted in an uptick in shipment figures during April.

Year-to-date shipments for the first five months of 2005 are 271,912,000 bd.ft., slightly more than 1 percent less than the same period of 2004.

Shipments through five months of 2004 were 275,573,000 bd.ft. Hardwood flooring shipments for the past 12 months have totaled 669,144,000 bd.ft., nearly 10 million ft. higher than the same 12-month period one year ago.

Source: *Wood Digest*, July 2005

U.S. WINDOW & DOOR DEMAND PROJECTED AT \$32.6 BILLION IN 2009

Cleveland – U.S. window and door demand is projected to increase 3.7% annually through 2009 to \$32.6 billion, a deceleration from the 1999-2004 period due to a sharp drop in single-family housing completions, according to the Freedonia Group Inc.

Freedonia, a market research firm, added that it projects a “strong rebound” in non-residential construction. Demand for wood doors, using primarily in housing, will grow 1.8% per year from \$11.32 billion in 2004 to \$11.95 billion in 2009. Metal doors, largely purchased for non-residential construction, will advance 4.2% annually, from \$10.11 billion in 2004 to \$12.32 billion in 2009.

In addition, plastic windows and doors will continue to make inroads as a replacement for both wood and metal products, growing in demand by nearly 8% annually from \$5.67 billion in 2004 to \$8.28 billion in 2009, according to Freedonia’s recently released “Windows & Doors” study.

Freedonia notes, “Plastic materials have primarily rivaled wood products in the residential market, due to their advantages of high energy efficiency, low maintenance requirements and relatively low costs. Plastic does not have the durability necessary to compete heavily against metal in the non-residential market. Nonetheless, plastic’s share of total value demand has risen from 9% in 1994 to 21% in 2004 and is expected to exceed 25% by 2009. This share is even higher when measured in units due to the lower cost of these products.”

The residential market accounted for about three-quarters of window

and door demand in 2004, Freedonia adds. “This is not only due to the size of the residential construction industry, but also because this market tends to place a higher value on aesthetics and energy efficiency, which leads to the use of higher-cost products. Furthermore, several trends in housing characteristics continue to support growth in window and door demand per residential structure, including increases in the average home size and the growing popularity of patios and decks. The large stock of existing homes also provides a base for improvement and repair purchases of window and door products.”

Freedonia projects the demand for new residential windows and doors will be “flat” through 2009, while the improvement and repair market will grow nearly 6% annually.

The 372-page “Windows & Doors” study is available for \$4,200 from the Freedonia Group Inc. Phone Corinne Gangloff at (440) 684-9600 or visit www.freedoniagroup.com
Source: *Wood & Wood Products*, July 2005

FOREST MANAGEMENT

PREVENT FIRES By Patrick Moore
Dear Mr. Moore: Why does each year seem to bring some devastating forest fires?

Each fire season isn’t progressively worse – last year almost 4 million acres burned compared to nearly 7 million acres in 2002 – but we’re definitely seeing a larger number of more devastating fires than there were in the past.

Ironically, one reason for this is the fact that we suppress fires to protect human lives and property.

Throughout history, fire has contributed to the health of forest ecosystems by burning underbrush and small trees and leaving large trees mostly intact.

Today, forests are surrounded by communities, so we suppress fire as much as possible. Unfortunately, this creates an unnatural build-up of what can best be described as fuel for fires that area much, much worse.

These are the fires that in 2003 killed 28 American firefighters and destroyed nearly 6,800 homes and other structures. They burn hotter and longer, killing countless animals, polluting the air and water and leaving the earth effectively sterilized.

There is a solution, however. Many forests are overly dense and therefore prone to catastrophic fire. By actively managing these forests – removing dead wood and thinning undergrowth, for example – we can reduce this threat.

A good example is the Cone fire, which burned 2,000 acres of California’s Lassen National Forest in September 2002. Of the total area burned, 1,600 acres were part of the Blacks Mountain Experimental Forest, which had been given to the U.S. Forest Service in 1934 for ecological study.

The Cone fire raged intensely for days, engulfing everything in its path until it was stopped dead by a research plot in the Blacks Mountain Forest. The plot had been thinned through selective logging and burned in a controlled way to clear the underbrush. The result was an open forest that not only stopped the fire, but looked the same as it did 500 years ago when regular fires swept through the high, dry country.

As a sensible environmentalist, I believe that active management and specifically, the kind of selective forestry that stopped the Cone fire, should be used to prevent catastrophic wildfires across the U.S.

(Questions may be sent to Dr. Moore at the following email address: Patrick@SensibleEnvironmentalism.com.)

CABINET IMPORTS GLOM ONTO THE STREAK’S COATTAILS

Foreign manufacturers have a small but growing share of the U.S. cabinet market. By Rich Christianson

U.S. cabinetmakers are not the only ones benefiting from the 107-month-long-and-counting sales streak being

charted by the Kitchen Cabinet Manufacturers Association.

Foreign manufacturers, particularly those based in Canada, have collectively increased shipments more than four-fold since 1995, the year before the streak began. During that same 10-year period, U.S. cabinet exports have tripled to \$58.5 million.

Canadian manufacturers accounted for \$590 million, which is slightly more than three-quarters of the \$778.1 million worth cabinets imported into the United States in 2004. Chinese manufacturers also have made relatively huge inroads, increasing cabinet, shipments to the United States by 59%, from \$62.6 million in 2003 to \$99.6 million last year. In 1995, Chinese imports stood at \$5.7 million.

Not a Huge Concern

Even with these solid gains, however, imports only represent about 5% of the total U.S. cabinet market.

As a result, most of the eight executives of major U.S. cabinet companies interviewed by *Wood & Wood Products* say their companies have not been affected much by imports, but are nonetheless monitoring the situation.

"China has not had a big impact on us," says Bill Weaver, president of Canyon Creek Cabinet Company of Monroe, WA. "We do source some components, primarily wood drawer sides. But I'm not overly concerned about China. Canada is obviously a bigger factor for us with imports. I think China at some point could be a bigger factor, but it has a lot of big obstacles to overcome to really make inroads into the U.S. cabinet business."

Robert Gronlund, chairman and CEO of Wood-Mode Inc. of Kreamer, PA, and Chris Stookey, director of marketing for Huntwood Ind. of Spokane, WA, each say the fact their cabinet businesses are highly custom immunizes them from Chinese competition.

"Imports from China have had very little impact on our end of the business, especially because the customized nature of our products

does not afford the volume opportunity," Gronlund says. "There is always a need to keep an eye on the development of how imports might become a bigger factor, but for the near term this appears to be remote."

Stookey says China might be a threat to stock cabinetmakers, "but we haven't felt threatened because of the products we make and the markets we pursue. If they were more successful at creating imitation looks of what we do, then I think they would make an impact."

Dick Titus, executive vice president of the KCMA, based in Reston, VA, says investments in new plants and equipment have helped the U.S. cabinet industry fend off imports. "The industry's products are now more diverse, better engineered with many more special features and delivered faster," Titus says.

"American Woodmark is always concerned about competition," says Jessica Swiger, corporate communications manager of the Winchester, VA-based firm. "However, the company continues to invest in new technologies to help it maintain its competitiveness, as well as to develop new products and supply chain efficiencies that meet the demand of its growing customers."

Stan Bandur, president of the Elkay Cabinet Group of Red Lion, PA says he is "concerned that China could become a stronger competitor. But he also points out that the need for quick delivery makes it difficult for manufacturers in China and other overseas nations to make more serious inroads into the U.S. cabinet market.

Imports a Bigger Factor at Entry Level Pricepoint

"As it relates to unique kitchens that are built to order, it is difficult for importers, whether they be Chinese or anybody else, to deliver a kitchen in three to six weeks," Bandur says. "We're concerned, and we're going to keep watching it. If imports are going to be an increasing factor, we think it'll be on the stock or lower-end introductory kind of produce lines."

Art Torres, executive vice president of Cardell Cabinetry of San Antonio, TX is more specific in addressing his concerns with competition from China and other Asian countries. "It's getting more difficult to compete our current entry oak products with the cabinet imports from China and other Asian countries. Yes, there is a concern that the market might get saturated with these types of products. We will continue to do our studies to come up with solutions to compete, as we always have."

"We have seen imports from Asia begin to play a minor role in some project-related work on the East Coast and the West Coast," says Neil Lynch, executive vice president, marketing and strategic planning for MasterBrand Cabinets, Inc. of Jasper, IN. "We continue to monitor their presence in the marketplace to assure our competitiveness."

Wellborn Cabinet of Ashland, AL, also keeping tabs on foreign competition, says Angela O'Neill, director of marketing. "At this point, China products appear to be at the price sensitive level and also at the specialty furniture vanity level. We will certainly always review factors that change the market."

Source: *Wood & Wood Products*, April 2005

Publications

Coming Events

Light on the Land Small-Scale Logging Equipment Field Demonstrations

Minnesota will host a series of 'Light on the Land' logging demonstrations this September in locations across the state/ Logging demonstrations will be held in St. Louis County on September 9-10, 2005, in on September 14, 2005, and Wabasha County on September 16-17, 2005. Demonstration times are from 9:00 AM to 3:00 PM at all locations Admission is free and food will be available for purchase.

These demonstrations will showcase the abilities of some of the latest timber harvesting equipment. A variety of equipment ranging in size from cut-to-length processors all the way down to

hand-held logging arches will be showcased. There will also be tractor and ATV accessories along with a horse logger and portable saw mills. The demonstrations will be set up so participants can walk through the site at their leisure and see this equipment in action.

Associations involved in organizing these events include the Minnesota SWCD Forestry Association, Minnesota Forestry Association, USDA Forest Service, Aitkin County Private Woodlands Committee, Minnesota Deer Hunters Association, Northeast Minnesota Sustainable Development Partnership, Future Forestry Products, Inc., Three Rivers Forestry, LM Products, Inc., Minnesota Department of Natural Resources, Laurentian RC&D.

For more information or directions to any of the demo sites, please contact Dennis Thompson at (218) 927-6565 or e-mail: dennis.thompson@mn.nacdnet.net

The University of Minnesota's 35th Annual Hardwood Lumber Grading Short course will be held September 13-15, 2005 at Eagle Bluff Environmental Learning Center, Lanesboro, Minnesota. This course is designed to provide a practical introduction to hardwood lumber grading through classroom discussion of the International Lumber Association (NHLA) rules and hands "on" practice grading of actual lumber. For more information, contact Harlan Peterson at (612) 624-3407, fax (612) 625-6286, or e-mail harland@umn.edu

Quality and Profit Improvement for Wood Veneering

October 11-12, 2005 Holiday Inn, Clarksville, IN (just north of Louisville) "Quality and Profit Improvements for Wood Veneering Operations" is the theme of a comprehensive seminar to be held October 11th and 12th, 2005. This comprehensive program which also features Table Top Exhibits is sponsored by Purdue University and Wood and Wood Products Magazine (WWP).

Technical information about the seminar and complete program details are available from Daniel Cassens (765) 494-3644 or Sandra Morris (765) 494-2615), Department of Forestry and Natural Resources, 175 Marsteller Street, Purdue University, West Lafayette, IN 47907-2033. E-mail dcassens@purdue.edu

An electronic version of this release and current program information can be viewed on line at <http://www.agriculture.purdue.edu/fnr/woodresearch/index.html>

WOOD ADHESIVES 2005

San Diego, California – The Wood Adhesives symposium is designed to provide a comprehensive update of the science and technology of wood adhesives and bonded wood products. It will be held Wednesday, November 2, through Friday, November 4, 2005 at the Holiday Inn on the Bay, San Diego, California. The 3-day symposium is the 8th in a series of Symposia held every four years by the USDA Forest Service, Forest Products Laboratory. This symposium is being held in cooperation with the Forest Products, Society, Adhesion Society, International Union of Forestry Research Organizations (IUFRO), Japan Wood Research Society, The Adhesive and Sealant Council, Inc. (ASC) and *Adhesives & Sealants Industry Magazine*.

For further information, contact the Forest Products Society, 2801 Marshall Court, Madison, WI 53705-2295, Phone (608) 231-1361, ext. 208, FAX (608) 231-2152, E-mail: conferences@forestprod.org. Visit FPS online at <http://www.forestprod.org/confadhesives05.html> to view and print the program and registration information.

FOR SALE

Timber and Forest Products

Sale of standing timber at Fort McCoy, Wisconsin – The Department of the Army is finalizing its plans to sell approximately 1038 acres of forest products this fall. Ten tracts of timber consisting of

approximately 3410 cords of jack pine and red pine, 3845 cords of oak and aspen, 17,000 board feet of red and white pine and 24,000 board feet of oak and red maple are to be sold by sealed bid; the time and date have yet to be determined. For additional information, contact James Kerkman, Fort McCoy Forester, (608) 388-2102 or Betsy Chase, Omaha District, Corps of Engineers, (402) 221-4387.

Christmas trees blue spruce also balsam and fraser fir available. Call Gabriel Christmas Tree Farm, N33072 County Trunk Road D, Blair, WI 54616, (715) 538-2379 Ask for Bob.

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50,000 BF 4/4 white oak, KD, rough trims length 1' x 2' only. Price \$350 per M FOB mill Columbus rate. Contact W. Preston Germain, Germain Lumber Company, Inc., Pittsburgh, PA 15215 Phone (412) 782-3240 FAX (412) 781-2551 E-mail germain@verizon.net

Plywood, OSB, particleboard, and/or MDF cut to size or shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for boxes or pallet decks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Company, P.O. Box 36189, Birmingham, AL 35236. (800) 733-1907, FAX (205) 733-1709 E-mail Joecampbel@aol.com

Equipment

Farmi-skidding winches for 20 HP – 100 HP 3 PT hitch tractors. Mojco log loaders and trailers – 4 sizes. Valby wood and brush chippers. Contact Dave at Arrowhead Wood & Forest Services, City Road 61 South, Carlton, Minnesota 55718 (218) 384-3325

Three bell 4a dowel machines with extra blades and setups up to 2-2/1" diameter. Plus large table saw, 30 blades, most are carbide tipped, 12" to 16" diameter. Contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54165-1250 or call (920) 833-6557 or e-mail to DRHANDLES@NEW.RR.COM pictures available by e-mail.

Hydraulic sawmill carriages – Mudata setworks, tower dogs, cant turn downs, many unique features. Contact Jackson Lumber Harvester Co., Inc., 830 North State Road 37, Mondovi, WI 54755, (&15) 926-3816, FAX (715) 926-4545, Web: www.jacksonlbrharvester.com

Jackson portable mill with vertical edger, tapers. J.D. 540B skidder with chains. (715) 266-3296 serious inquiries please.

Yanner 155D diesel tractor, 3 pt., 2 speed P.T.O., 48" woods belly mower, tw n tires, evenings (507) 753-2880 Morbark stac-trac, Norcot pavement grinder, Newman KM-16 trim saw, Arasmith salvager hog w/50/50 opening, Prentice model 150 stationery loader w/5th wheel, Rodgers un-nailer w/10" blades, Rip-jac over and under pallet dismantler, Waechter band resaw, Williams C-32 NO-Nife log, Lauderdale Hamilton super chop pop up trimmer, Newman chamfering machine, Cornell double arbor resaw with cut up system, Cornell remote trim saw, Cornell cant sizer, Pendu diesel powered M5000 gangsaw w/log cabin tooling, Pendu powered A5000 double arbor resaw system, Pendu A4000 w/cutoff, Brewer gang saws, Wilson 4 strand unscrambler w/Corley package deck, Woodpower grinder Mod T-60, Morbark waste recycler,

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Bark Processing Plant – conveyor and hopper infeed, first big roller screen, Patz chain conveyor under screen, Patz inclined chain conveyor, second roller screen with conveyor transfer, 40' Patz inclined chain conveyor, nugget conveyor, all required electric motors, starters, switches, wiring, etc. Also Cornell – blowers, edgers, trimmers, notchers, slabsaw, log cleaners, undscrambler, decks; Valby – wood chippers; Farmi – skidding winches (in stock); Hitachi – power tools and chains; Patz – conveyors and belts, Lacey Harmer – laser lights; Danco – rip saws; Webster – vibrating conveyors; Jonsered – chainsaws; Dixon – sawmills, edgers, conveyors, log tuners, hydra-dogs, pallet notchers, debarkers, slab edgers, trimsaws, decks, rollcases, small hydraulic loaders and trailers, trailers with loaders for 4 wheelers; Safe-t-shelters – storm shelters; over 100 used electric motors and electrical equipment; used sawmill machinery. Rusch Equipment, 400 Rusch Road, Antigo, WI 54409 (715) 627-4361, FAX (715) 627-4375

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order line 1-800-462-5807, FAX (608) 537-2032.

DIXON-RUSCH CO., LLC, Antigo, WI is the manufacturer of the DIXON-line of sawmill and logging equipment + we manufacture three different sizes of circular sawmills, two sizes of edgers. Our mills and edgers area made both stationary and portable + we also manufacture: log turners, belt and chain conveyors, rollcases, log turners, hydra-dogs, pallet notchers, slab edgers, debarkers, multiple saw trimers, custom built decks, small and medium size hydraulic loaders, trailers. We are now manufacturing a deer loader (which every deer hunter should have. Rusch Equipment Sales is our local dealer, but we are seeking dealers in other areas. Inquire Dixon-Rusch Co., LLC, 400 Rusch Road, Antigo, WI 54409, (715) 627-4361

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Services

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Equipment

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Mills which can product oak car decking, can surface, perhaps drill, sound tight knotted grade. 3" x 6" - 10' or mix hardwoods if you can fabricate construction or industrial parts. Need drilled decking now. Call for print.

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DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: FEBRUARY, APRIL, JUNE, AUGUST, OCTOBER, and DECEMBER.



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